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## How do they get that way?

ASK the man with the big income his "secret of success," and you will generally find that it is some copy-book maxim known to everybody.

"Be sure you are right, then go ahead."

"If anything is in your way, go over it."

"Learn something about everything and everything about something."

Trite! Anybody could give you as good advice. It simply means that success is not a problem of discovering some obscure short-cut. The path is plain enough, but only alertness, energy and self-discipline will push you along it.

All this holds a special force for you because what you do at college will influence what you do afterwards. If you start right, the chances are you will finish right.

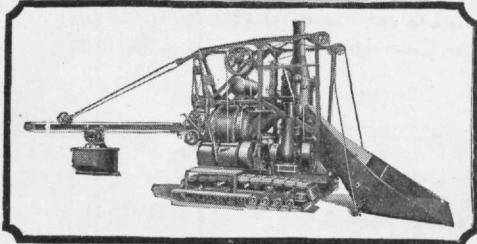
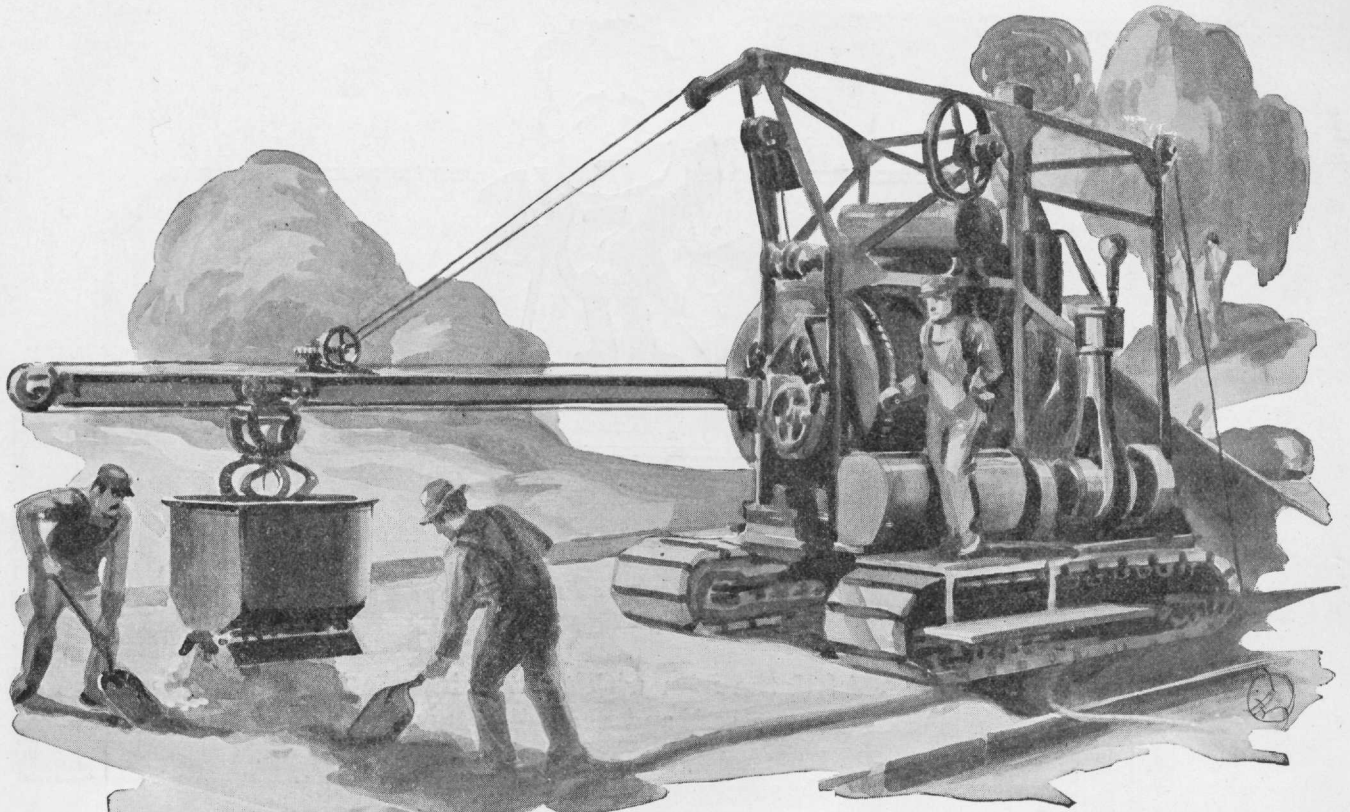
You can begin now to earn your place in the high-salaried class. Each honest day's work in laboratory and lecture hall will bring you nearer. It will help you to master the fundamentals of your profession—so that later on you may handle problems more easily and make decisions more quickly and surely.

Then and only then, in proportion as you clear your mind of detail, can you give time and energy to those larger questions of policy in engineering, selling, management and finance, which fix the executive's market value.

*Published in  
the interest of Elec-  
trical Development by  
an Institution that will  
be helped by what-  
ever helps the  
Industry.*

## *Western Electric Company*

*An organization whose products and services  
apply to all fields where electricity is used—in  
the power plant, in the shop, on the farm and  
in the home.*



## Brick on Concrete Foundation

A brick pavement with concrete base forms a most satisfactory and enduring type of road. It has its firm adherents in various sections of the country.

As in all other fields of concrete construction work, the Koehring Company offers equipment especially adapted for mixing and placing the concrete base on this type of two course roadway.

The Koehring Paver comes equipped with either road wheels or multi-plane traction, the latter facilitating operation in muddy or soft ground. For moving the heavy machines over city streets, pavers have even been equipped with solid rubber tires.

The twenty foot long boom, with its automatic, self-spreading type bucket places the mixed concrete quickly and with a minimum of hand labor. And for working in restricted quarters, the compensating distributing spout operates to good advantage.

### KOEHRING COMPANY

*Manufacturers of Concrete Mixers and Locomotive Cranes*

MILWAUKEE, WISCONSIN

# KOEHRING



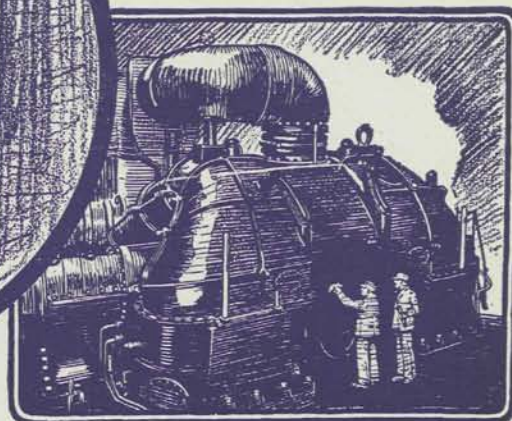


1898, 300 kv-a. Unit

Beginning with what would now be called the tiniest sort of a unit, a turbine which had a normal rating of 400 hp. at 3600 rpm., Westinghouse has developed turbine construction to a point where three cylinder, two stage, turbines are now in service developing 100,000 hp. And a most significant fact about this development is that practically every step in this progress has been a step forward.



1921, 70,000 kv-a. Unit



## Francis Hodgkinson

**D**URING the last twenty-five years power generation practice has been revolutionized. The steam turbine has definitely displaced the reciprocating engine as the standard prime mover in large generating equipments. And Francis Hodgkinson has had more to do with this achievement than any other one individual.

Mr. Hodgkinson came to this country along with the Westinghouse Licenses under the Parsons patents, in 1896, upon the recommendation of the inventor himself. Since that time practically every commercial steam turbine Westinghouse has built has been designed and built by him and his able associates.

In this quarter-century of steam-turbine development inventive genius has been paralleled throughout by practical level-headedness. There are few cases in engineering history where the record is writ as clearly and impressively as this. There can be nothing but credit for the engineer who puts his errors underfoot and rises upon them, and most of the world's greatest achievements have been so reached. The World also

honors progress that is surefooted and far-visioned, such as the development of steam turbines under Mr. Hodgkinson's direction.

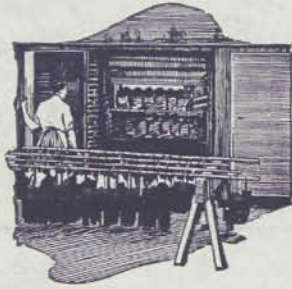
Many inventions of tremendous value in steam turbine practice have been devised and perfected by him and his co-workers. Among the more important of these are the construction, in 1907, of the first low-pressure turbine to be built in America, and in 1911, of the first Bleeder type of turbine; the perfection, in company with H. E. Longwell, of the water-seal gland; a balancing machine for turbine rotors that is almost superhumanly sensitive; a trouble-proof method of supporting turbine cylinders; and a very superior process for affixing turbine blades to rotor and cylinder.

One of the fundamental Westinghouse policies is insistence upon the uttermost in engineering. The observance of this policy in form and in spirit has provided genuine opportunities for many men of remarkable engineering gifts, one of the most notable of whom is the man whose name appears as the title of this article, Francis Hodgkinson.

# Westinghouse







## What Is Water Japan?

**J**APAN—not the country but a metal-coating varnish—and your morning bottle of milk. Totally unlike, yet associated!

Ordinary japan consists of a tough, rubbery, tar-like “base” and a highly inflammable “solvent.” The solvent dilutes the base so that the metal may be coated with it easily. The presence of the solvent involves considerable fire risk, especially in the baking oven.

Milk is a watery fluid containing suspended particles of butter fat, so small that one needs the ultra-microscope to detect them. An insoluble substance held permanently in suspension in a liquid in this manner is in “colloidal suspension.”

The principle of colloidal suspension as demonstrated in milk was applied by the Research Laboratories of the General Electric Company to develop Water Japan. In this compound the particles of japan base are colloiddally suspended in water. The fire risk vanishes.

So the analysis of milk has pointed the way to a safe japan. Again Nature serves industry.

Connected with the common things around us are many principles which may be applied to the uses of industry with revolutionary results. As Hamlet said, “There are more things in Heaven and earth, Horatio, than are dreamt of in your philosophy.”

**General  Electric**  
General Office **Company** Schenectady, N. Y.  
95-479HD

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